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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY POSTS 2.7% DECLINE FOR FEBRUARY SALES

February sales for Metal Treaters amounted to $45.0 million. The previous February tallied $46.2 million in sales.

For the first two months of 1991, billings for Commercial Heat Treaters reached $91.3 million, off 2.4% from the same period in 1990.

Only two of nine MTI Districts topped their sales figure for February 1990 and three districts outpaced their 1990 sales for the two-month period.

A summary of percentage change by geographic regions follows:

	District	Feb 91 vs. Feb 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	3.5	5.6
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 0.3	- 0.4
3	South Central (W.PA-OH-IN-KY)	- 5.9	- 4.8
4	Michigan	-14.8	-11.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 3.8	- 6.9
6	North Central (IL-WI-MN-MO-IA)	- 1.0	- 2.4
7	Pacific Coast (CA-AZ-ORE-WASH)	8.4	6.0
8	Southwest (TX-OK-AR-CO-LA-UT)	- 0.5	0.1
9	Canada	- 7.3	- 3.9

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1991

BILLINGS FOR MONTH

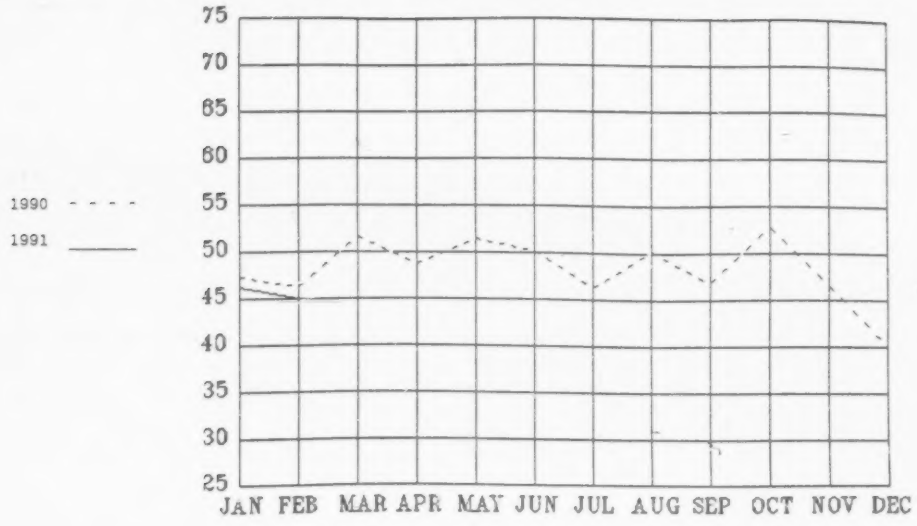
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	215	46232.6	44970.2	- 2.7	100.0	100.0
Dist. 1	15	2797.2	2894.2	3.5	6.1	6.4
Dist. 2	28	4504.3	4492.6	- 0.3	9.7	10.0
Dist. 3	42	9163.8	8626.9	- 5.9	19.8	19.2
Dist. 4	26	5658.8	4823.6	-14.8	12.2	10.7
Dist. 5	17	2604.1	2506.4	- 3.8	5.6	5.6
Dist. 6	33	8908.0	8817.2	- 1.0	19.3	19.6
Dist. 7	23	5867.1	6360.7	8.4	12.7	14.1
Dist. 8	17	3092.0	3077.8	- 0.5	6.7	6.8
Dist. 9	14	3637.4	3370.7	- 7.3	7.9	7.5
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	93543.9	91254.5	- 2.4	100.0	100.0
Dist. 1	5513.2	5824.2	5.6	5.9	6.4
Dist. 2	9140.5	9101.6	- 0.4	9.8	10.0
Dist. 3	18502.3	17605.7	- 4.8	19.8	19.3
Dist. 4	11778.2	10454.0	-11.2	12.6	11.5
Dist. 5	5234.7	4875.8	- 6.9	5.6	5.3
Dist. 6	17832.3	17403.8	- 2.4	19.1	19.1
Dist. 7	12065.4	12789.0	6.0	12.9	14.0
Dist. 8	6251.8	6256.8	0.1	6.7	6.9
Dist. 9	7225.4	6943.6	- 3.9	7.7	7.6

MILLIONS

NATIONAL BILLINGS



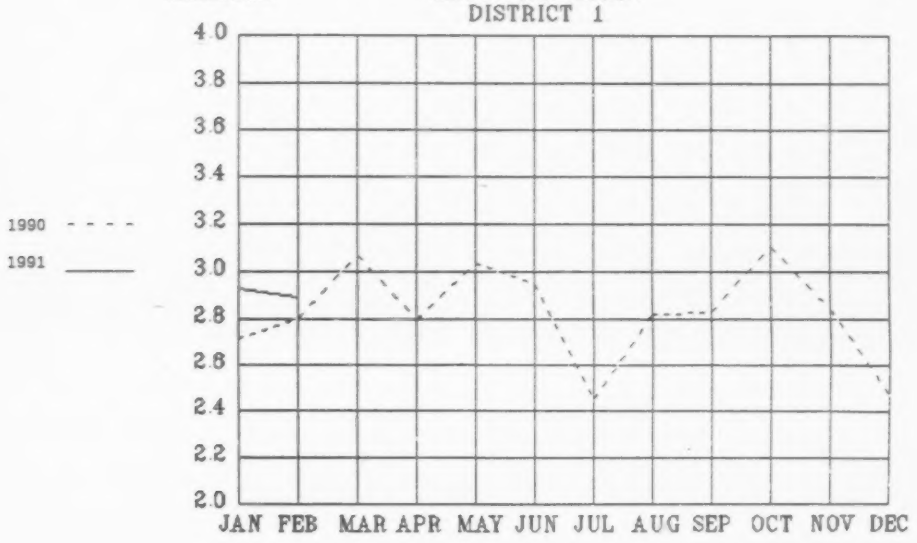
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-2.2	-2.7										
% Change	Cumulative	-2.2	-2.4										

MILLIONS

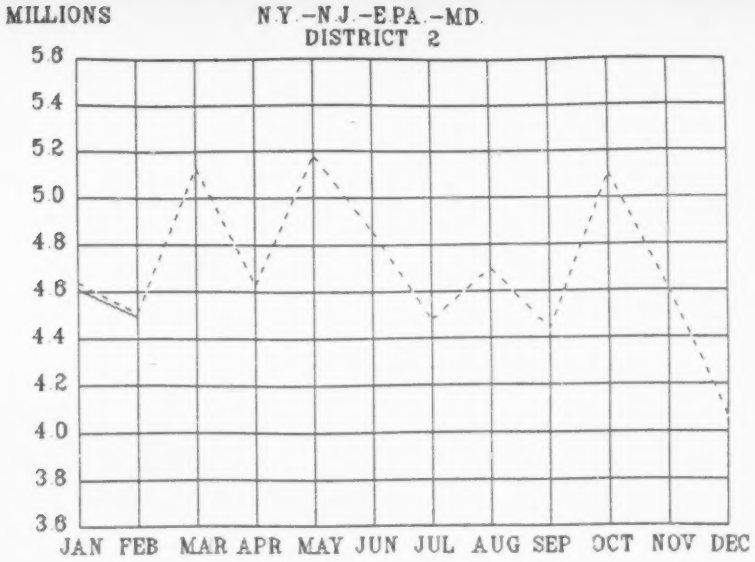
MASS.-R.I.-CONN. DISTRICT 1



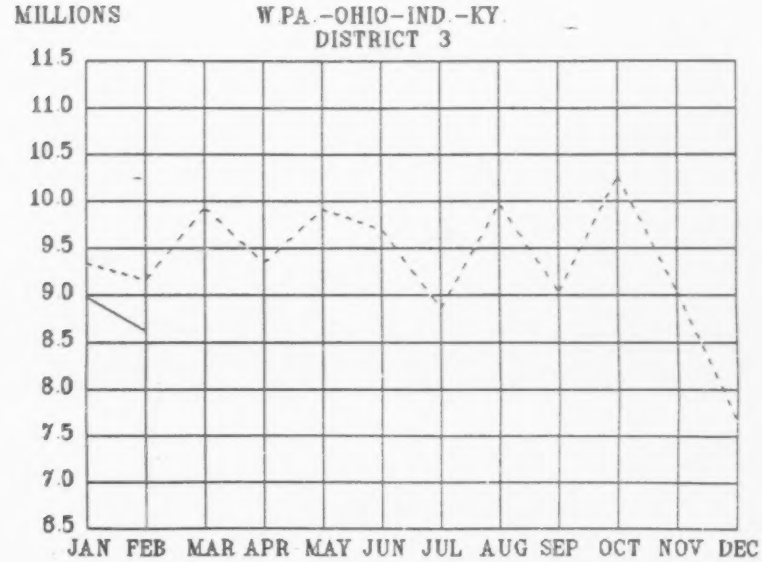
1990 - - - -

1991 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	7.9	3.5										
% Change	Cumulative	7.9	5.6										



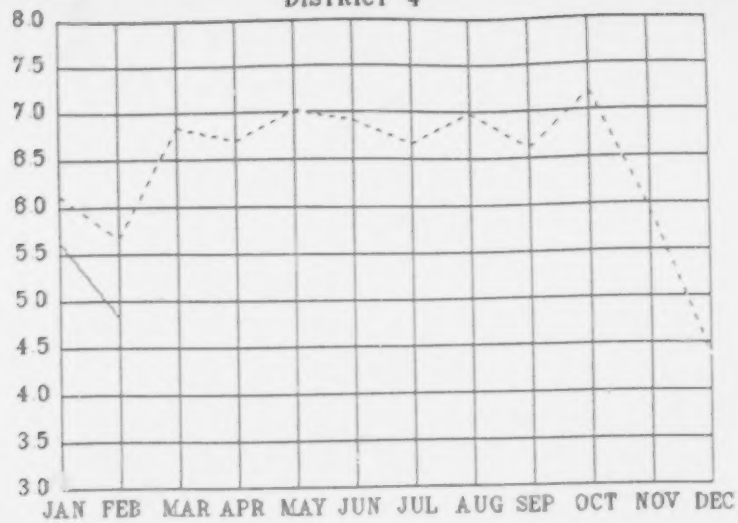
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.6	-0.3										
% Change	Cumulative	-0.6	-0.4										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.9	-5.9										
% Change	Cumulative	-3.9	-4.8										

MILLIONS

MICHIGAN
DISTRICT 4

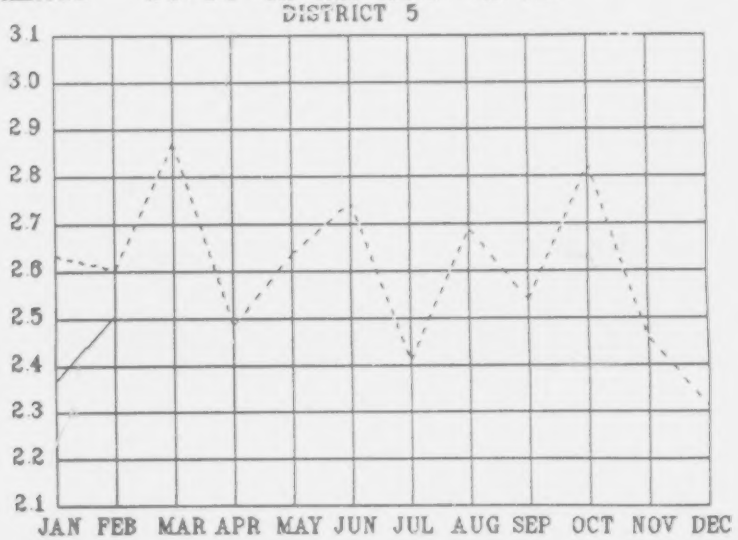


1990 - - - -

1991 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-8.0	-14.8										
% Change	Cumulative	-8.0	-11.2										

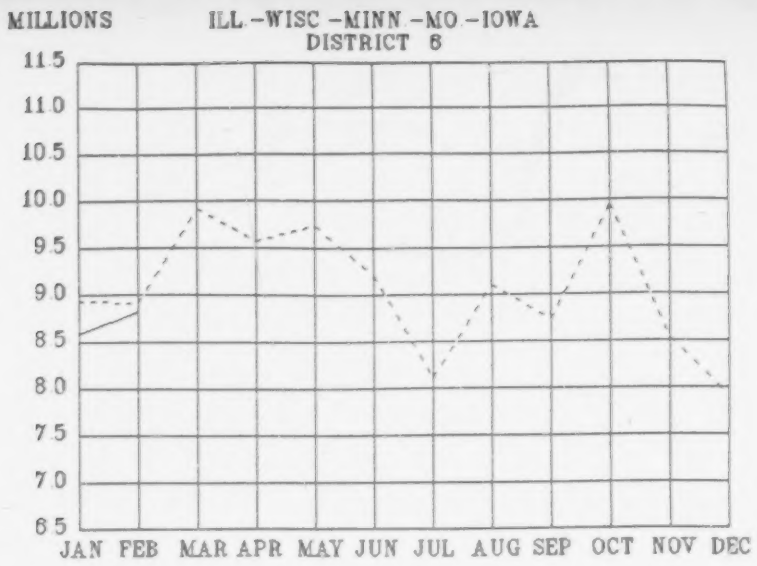
MILLIONS N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



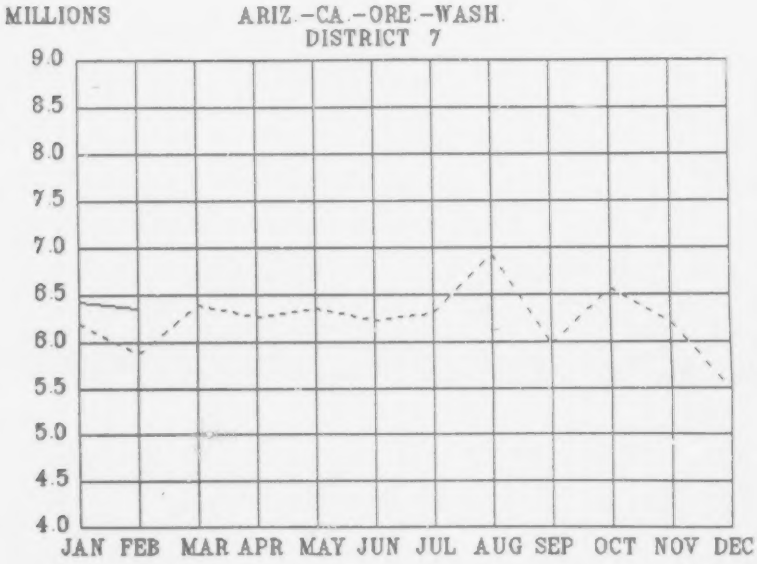
1990 - - - -

1991 ———

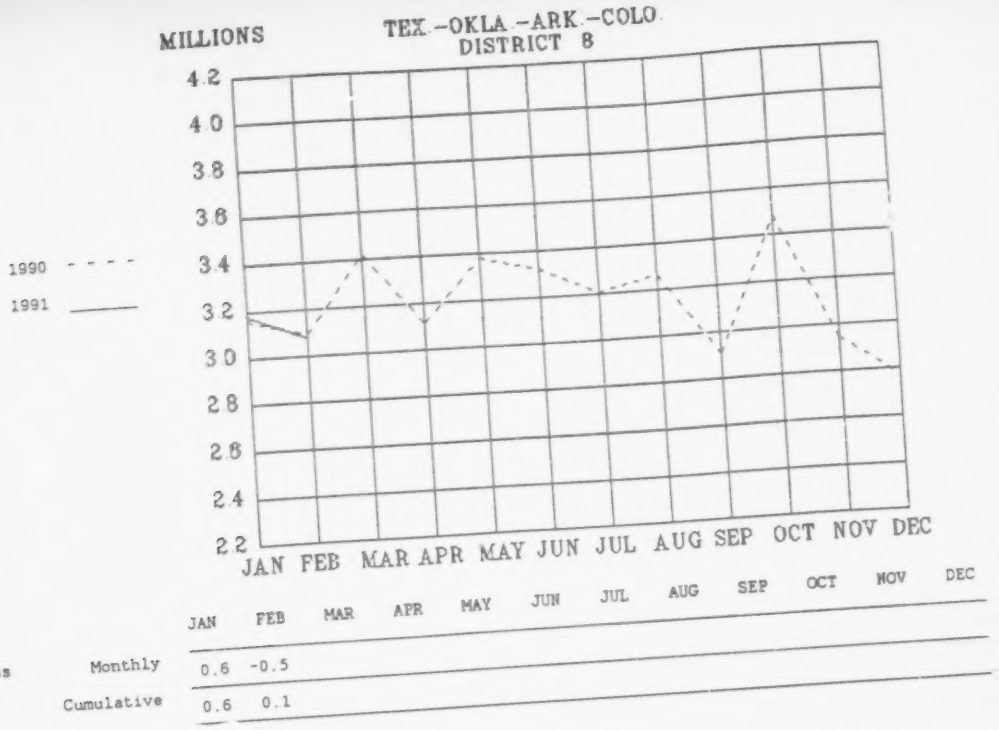
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.9	-3.8										
% Change	Cumulative	-9.9	-6.9										



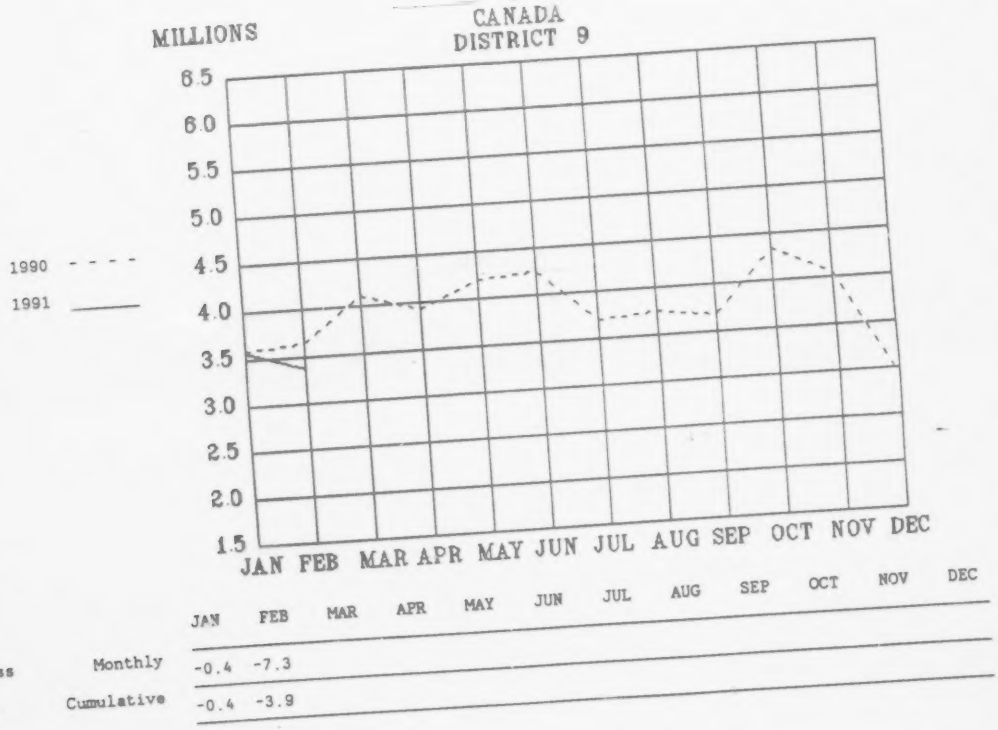
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8	-1.0										
% Change	Cumulative	-3.8	-2.4										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	3.7	8.4										
% Change	Cumulative	3.7	6.0										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6	-0.5										
% Change	Cumulative	0.6	0.1										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-0.4	-7.3										
% Change	Cumulative	-0.4	-3.9										